

SCCIA CAPTIVE ACADEMY

Speaker Bios

Bryan Hudson

Bryan P. Hudson, CPA, ACI (Associate in Captive Insurance) is a shareholder in BPS' audit and business advisory department and is the practice area leader of the firm's property and casualty ("P&C") insurance practice. As the insurance practice leader, Bryan is charged with both the strategic direction of the practice and ensuring the team's successful execution of services to its P&C clients. His extensive industry knowledge enables him to offer a unique blend of financial insight and risk management expertise. Over the last twenty-five years, Bryan has provided services to more than one hundred P&C insurance companies, risk retention groups, managing general agents, claims administrators, and other service providers in insurance domiciles throughout the United States.

Bryan has been honored as the "Captive Person of the Year" by the South Carolina Captive Insurance Association ("SCCIA") for his leadership and dedication to the captive insurance industry. Bryan is a past Chairman of the Board of Directors of the SCCIA, and routinely serves in various leadership roles in captive industry associations. Bryan was named to the Board of Directors of the International Center for Captive Insurance Education ("ICCIE") in August 2013 and served in this capacity through 2019. Bryan provided leadership to ICCIE's strategic direction and participated in public relations efforts as an ambassador and advocate with members in the risk management industry and the general public. He also established goals and evaluated progress for both ICCIE and its board. Bryan continues to stay involved with ICCIE by serving on its finance committee.

An influential voice in the captive insurance community, Bryan is frequently invited to speak at industry conferences and contribute to professional publications. His thought leadership on emerging trends within captive insurance helps clients stay ahead of industry developments and navigate regulatory complexities with confidence. Outside of his professional achievements, Bryan is committed to advancing and mentoring the next generation of industry professionals. Bryan's dedication to excellence and his strategic approach have made him a trusted advisor and a driving force behind the success of BPS.

Bryan attended the University of South Carolina where he received a Bachelor of Science degree in Business Administration with a major in Accounting, and a Master of Accountancy degree.

Carl Terzer

Carl E. Terzer is Founder and Principal of CapVisor Associates, LLC, an SEC-registered investment advisor, that specializes in providing advisory services exclusively for insurance companies. CapVisor was founded in 2008 and serves over 35 clients with nearly \$1 Billion in assets under management. CapVisor offices are in NYC, Atlanta, Detroit and Boston and serve both on and off-shore clients. As Chief Investment Strategist, Mr. Terzer has been working with Captives, Self Insurers, RRG's, etc., for over 25 years helping them to define an appropriate risk tolerance level within the captive's business objectives while designing investment programs that optimize their risk-adjusted returns.

Mr. Terzer is the current Investment Instructor and former Board Member at the International Center for Captive Insurance Education (ICCIE). He is a member of SCCIA and currently also serves as a Board member for the Captive Insurance Council of the District of Columbia, Inc. (CIC-DC).

As a frequent speaker at insurance-related events, Mr. Terzer is also regularly sought out to provide editorial contributions to leading insurance industry focused publications. Carl received a Bachelor's Degree in Business Administration and Economics from Rutgers College of Rutgers University.

Matthew Gregory

Matt Gregory, Senior Risk Manager of the Choctaw Nation of Oklahoma, brings over 30 years of expertise in Property and Casualty Insurance, with a deep specialization in risk management. His career began in Safety and Environmental Management, where he honed his skills in creating secure and compliant work environments. Matt then transitioned into handling Property and Casualty Insurance for manufacturing companies, developing extensive knowledge in protecting industrial operations from risk.

For over 18 years, Matt has worked with the Choctaw Nation of Oklahoma, where he has played a pivotal role in Risk Management and served as a Producer, crafting tailored insurance solutions for Tribes. His decades of experience make him a trusted leader in safeguarding assets and ensuring the continuity of organizations across various sectors.

Lawrence Cook

Lawrence Cook is the Director of Business Development for Somers Risk. He has a broad range of captive and insurance experience, which is invaluable in the ongoing consulting and strategic advice he provides to Somers Risk clients.

Lawrence's diverse forty-year background in the captive industry includes roles in: brokerage; group captives; risk retention groups; insurance/reinsurance companies and third-party claims administration (TPAs). One of Lawrence's key areas of expertise is in the development and operation of group captives requiring program management, which he has done for diverse industries, both off-shore and on-shore.

Lawrence currently serves on the Vermont Captive Insurance Association's Board of Directors, the Tennessee Captive Insurance Association's Conference Committee and is Vice Chair of Vessels Ministries.

Lawrence holds a bachelor's degree from Adrian College.

Kathryn Marsh

Kathryn Marsh, after 30+ years of experience in various facets of the captive industry working for a range of companies, founded Somers Risk Consulting in 2011.

Prior to establishing Somers Risk, Kathryn held consulting positions with boutique captive consulting firms, as well as with large firms, including KPMG and AON. At AON she headed the company's regional quantitative and alternative risk groups, and was Chair of the company's Worldwide Captive Council. Her employment at KPMG was within the Structured Risk Financing Group of KPMG's Tax Practice where she was fully immersed in captive tax strategy. Kathryn also spent a number of years managing captive insurance companies in Bermuda with Marsh and Johnson & Higgins, and was the Director of Risk Management for NCR Corporation. Prior to forming Somers Risk, she was the insurance expert within the management team of a cell phone insurance company, where she was instrumental in growing the company to successfully become an acquisition target.

Kathryn has a Bachelor of Business Administration degree majoring in Insurance from St. John's University in New York and an MBA with a double major in Finance and Multinational Management from the Wharton School of the University of Pennsylvania. She holds the Chartered Property and Casualty Underwriter (CPCU) and Associate in Risk Management (ARM) designations.

Kyle Mrotek

Kyle is a Consulting Actuary with The Actuarial Advantage, having joined the firm in 2013. He has worked as a property/casualty actuarial consultant since 2000. In his current position Kyle specializes in providing actuarial services to entities with property/casualty underwriting exposure: traditional insurance companies, government risk pools, captive insurance companies, and self-insured entities.

Prior to joining The Actuarial Advantage, Kyle was a Vice President with Marsh Captive Solutions for three years providing a variety of actuarial services to several dozen captive insurance companies encompassing many domiciles, industries, and coverages. He was also a Principal at Milliman, Inc. for 11 years working as an actuarial consultant to insurance and reinsurance companies, captive insurers, lending institutions, investors, and government agencies. Kyle also worked in London on secondment for 18 months.

Kyle is Fellow of the Casualty Actuarial Society and a Member of the American Academy of Actuaries.

Steve Dyer

Steve Dyer is an experienced attorney with more than 40 years' experience in the insurance industry, including 20 years in-house with positions in risk management, underwriting, insurance company operations, and general counsel, and 20 years' experience in private practice focusing on captive insurance companies and insurance regulation for captives, traditional insurers, and insurance producers.

Steve represents captive insurance companies, risk retention groups, and traditional insurance companies regarding corporate and insurance regulatory matters, including new formations, redomestications, and licensing issues.

He is licensed to practice law in South Carolina, North Carolina, Tennessee, the District of Columbia, Maryland, and Pennsylvania, and has also earned the Chartered Property Casualty Underwriter designation.

John Michael Alexander

John Michael Alexander is the Supervising Financial Analyst for the South Carolina Department of Insurance Captive Team. In this role he is responsible for the financial regulation of over 200 captive insurance companies, leading the effort to protect consumers and insurers from insolvency.

John Michael began his financial analysis experience in investment analysis at a global stock exchange before joining the Captives team 3 years ago. In that time, he has held nearly every position on the analysis team and assisted extensively with licensing and marketing efforts for the domicile. His favorite thing about captives is how customizable and flexible they can be, helping businesses meet their strategic goals and better control their risks.